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Message Text

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ACTION EA-14

INFO OCT-01 ADP-00 EB-11 COME-00 SCEM-02 INT-08 SAJ-01

SS-15 NSC-10 L-03 CIEP-02 OMB-01 TRSE-00 XMB-07

CIAE-00 DODE-00 INR-10 NSAE-00 PA-03 RSC-01 USIA-12

PRS-01 RSR-01 /103 W
---------- 087748
R 170810 Z MAY 73
FM AMCONSUL HONG KONG
TO SECSTATE WASHDC 6984

C O N F I D E N T I A L HONG KONG 4894

E. O. 11652: GDS
TAGS: ETRD ENRG CH US
SUBJ: UNIVERSAL OIL PRODUCTS INVITED TO PEKING

REF: HONG KONG 4807 AND 2767

1. MR. JOHN LOGAN, PRESIDENT OF UNIVERSAL OIL PRODUCTS COMPANY (UOP), DES PLAINES, ILLINOIS, WILL LEAD A 12- MEMBER DELEGATION TO PEKING ON MAY 19. THE MISSION WILL DISCUSS THE POSSIBLE SALE OF OIL REFINERIES AND REFINING TECHNOLOGY TO THE PRC. THE CHINESE HAVE EXPRESSED SPECIFIC INTEREST IN THE FOLLOWING UOP PROCESSES: (1) CONTINUOUS PLATFORMING PROCESS (FOR INCREASING GASOLINE OCTANES); (2) ALL- RISER CRACKING PROCESS FOR THE CONVERSION OF FUEL OIL TO GASOLINE); (3) ISOMAX PROCESS (A CRACKING PROCESS FOR PRODUCTION OF KEROSENE OR GASOLINE AND REMOVAL OF SULPHUR); (4) PAREX PROCESS (FOR RECOVERING PARA- XYLENE, ISOMERIZATION OF RAFFI- NATES AND SYNTHESIS OF ADDITIVES FOR PETROLEUM PRODUCTS). UOP RECEIVED ITS INVITATION TO CHINA AFTER LESS THAN THREE MONTHS' CORRESPONDENCE WITH THE CHINA NATIONAL TECHNICAL IMPORT CORPORATION.

2. ACCORDING TO FIRM' S VICE PRESIDENT FOR SCIENCE AND TECHNOLOGY, VLADIMIR HAENSEL, UOP HAS CAPABILITY TO
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SUPPLY COMPLETE REFINERIES ON TURN- KEY BASIS. HE ESTIMATES COST OF BASIC " GRASSROOTS" REFINERY (CAPACITY OF 100,000 BARRELS A DAY) AT $150-200 MILLION. TOTAL COST OF PLANT AND PROCESSES UNDER DISCUSSION COULD RUN AS HIGH AS $1 BILLION.

3. PRIOR TO LEAVING FOR CHINA, UOP HELD INFORMAL DISCUSSIONS WITH MONSANTO WHICH IS CURRENTLY HOLDING TALKS IN PEKING (REFTELS). ACCORDING TO LOGAN, SALES OF PLANTS AND TECH- NOLOGY BY BOTH FIRMS WOULD COMPLEMENT ONE ANOTHER. POLYESTER INGREDIENTS PRODUCED BY UOP- SUPPLIED PLANT AND TECHNOLOGY COULD BE UTILIZED TO FEED MONSANTO FIBER CONVERSION SYSTEMS. OSBORN

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*** Current Handling Restrictions *** n/a
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